



THE STORY CONTINUES...

140 Years of Corporate Inspiration



Hayleys PLC CEO's Forum - 12M FY 2018/19
28th May 2019 @ The Kingsbury

Hayleys PLC Financial Highlights –FY 2018/19



Revenue of
Rs. 219.2 billion

34% increase (Rs. 163.2 Bn in 17/18)



Operating Profit of
Rs. 15.9 billion

40% increase (Rs. 11.4 Bn in 17/18)



Profit before tax of
Rs. 5.5 billion

5% decrease (Rs. 5.8 Bn in 17/18)



Profit after tax of
Rs. 2.8 billion

16% decrease (Rs. 3.3 Bn in 17/18)

Hayleys PLC Financial Highlights –FY 2018/19



Revenue of
USD 1,293 million
23% increase (USD 1,049 Mn in FY 17/18)



Operating Profit of
USD 94.3 million
29% increase (USD 73.3 Mn in FY 17/18)



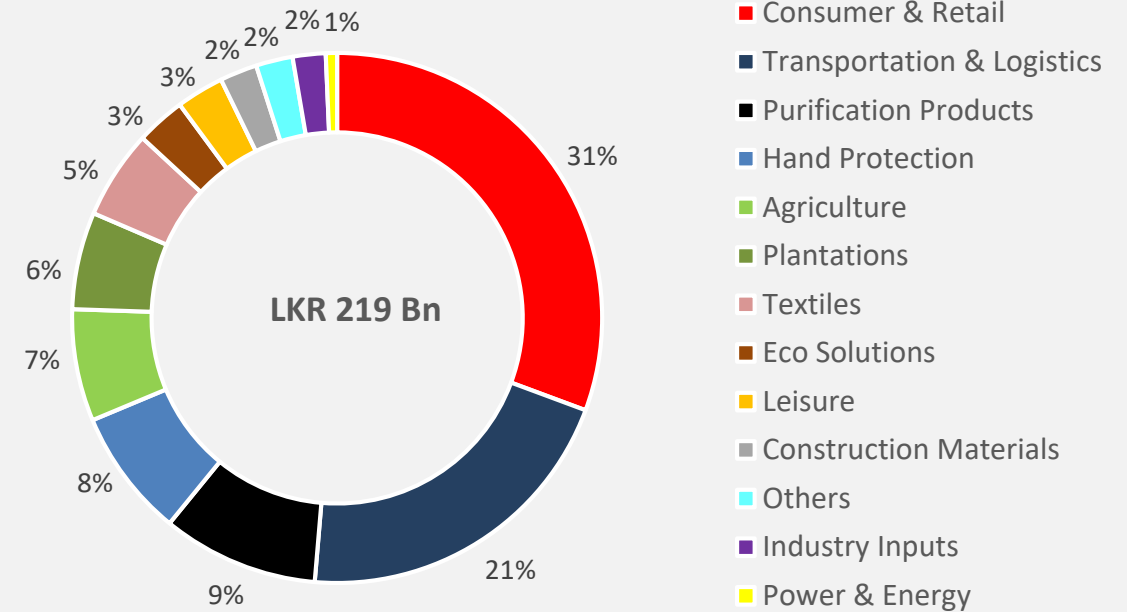
Profit before tax of
USD 32.3 million
13% decrease (USD 37.0 Mn in FY 17/18)



Profit after tax of
USD 16.2 million
23% decrease (USD 21.0 Mn in FY 17/18)

Hayleys PLC Sector Revenue – FY 2018/19

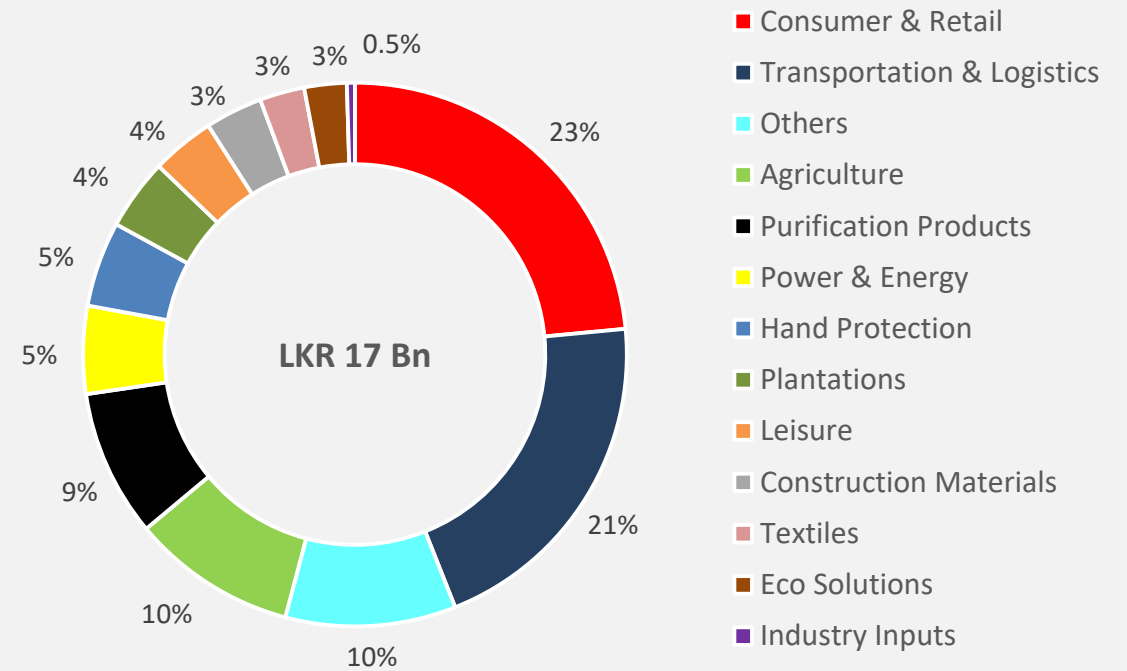
(Figures in LKR mn)	FY18/19	FY17/18	% change	
Eco Solutions	6,593	4,511	46%	↑
Hand Protection	17,111	15,852	8%	↑
Purification Products	20,918	15,518	35%	↑
Textiles	11,858	8,856	34%	↑
Construction Materials	4,991	4,400	13%	↑
Agriculture	14,967	13,947	7%	↑
Plantations	13,008	12,609	3%	↑
Transportation & Logistics	45,345	35,652	27%	↑
Consumer & Retail	67,205	35,928	87%	↑
Industry Inputs	4,400	3,812	15%	↑
Power & Energy	1,506	1,513	-1%	↓
Leisure	6,363	5,673	12%	↑
Others	4,916	4,979	-1%	↓
Total Revenue	219,182	163,249	34%	↑



Note: Recognized only 6 Months of financial results for Singer (Sri Lanka) PLC under consumer & retail segment for FY 17/18 – Acquisition in September 2017

Hayleys PLC Sector Operating Profit –FY 2018/19

(Figures in LKR mn)	FY18/19	FY17/18	% change	
Eco Solutions	440	(16)	2850%	↑
Hand Protection	883	471	88%	↑
Purification Products	1,525	1,090	40%	↑
Textiles	465	142	227%	↑
Construction Materials	594	646	-8%	↓
Agriculture	1,710	1,149	49%	↑
Plantations	737	887	-17%	↓
Transportation & Logistics	3,576	2,950	21%	↑
Consumer & Retail	4,098	2,026	102%	↑
Industry Inputs	83	402	-79%	↓
Power & Energy	910	937	-3%	↓
Leisure	655	343	91%	↑
Others	1,769	2,365	-25%	↓
Segment Results	17,446	13,392	30%	↑
Non Segment Income/(Expenses)	(1,457)	(1,989)	-27%	↓
Operating Profit	15,989	11,403	40%	↑



Note: Singer (Sri Lanka) PLC was acquired in September 2017

Hayleys PLC Financial Highlights (USD) –FY 2018/19



<i>All figures in USD Mn</i>	Revenue		Operating Profit	
	FY18/19	FY17/18	FY18/19	FY17/18
Eco Solutions	39	29	2.6	(0.1)
Hand Protection	101	102	5.2	3.0
Purification Products	123	100	9.0	7.0
Textiles	70	57	2.7	0.9
Construction Materials	29	28	3.5	4.2
Agriculture	88	90	10.1	7.4
Plantations	77	81	4.3	5.7
Transportation & Logistics	267	229	21.1	19.0
Consumer & Retail	396	231	24.2	13.0
Industry Inputs	26	24	0.5	2.6
Power & Energy	9	10	5.4	6.0
Leisure	38	36	3.9	2.2
Others	29	32	10.4	15.2
Total Segment Results	1,293	1,049	103	86
Non - segment income/(expenses)			(9)	(13)
Operating Profit			94	73

As at 31.12.2018	
Market Capitalisation	LKR 12.6Bn
Public Float	37.7%
Market Price per Share	LKR 168.00

USD/LKR Exchange Rates:
 FY 2018/19 : Rs. 169.55
 FY2017/18 : Rs. 155.60

Note: Recognized only 6 Months of financial results for Singer (Sri Lanka) PLC under consumer & retail segment for FY 17/18 – Acquisition in September 2017

Awards & Accolades Q4 – FY 2018/19

Company	Award
Transportation Sector	
Logistics International Limited	ICS-ACDO Award for the "Outstanding Inland Container Depot - Import Category at the ICS Awards 2018 organized by The Institute of Chartered Shipbrokers (UK), Sri Lanka Branch.
Plantation Sector	
Kelani Valley Plantations PLC	Overall Bronze Award - Ian Dias Abeyasinghe Memorial JASTECA CSR AWARDS 2019 awarded by Japan Sri Lanka Technical and Cultural Association
	Winner- Best Seven CSR Strategies in Sri Lanka- JASTECA CSR AWARDS 2019 by Japan Sri Lanka Technical and Cultural Association
Talawakelle Tea Estates PLC	Asia's Best Integrated Report (Winner) - Asia Sustainability Reporting Awards-2018
	Best Presented Annual Report Awards and SAARC Anniversary Awards
	Corporate Governance Disclosures 2018 –(Agricultural Sector) - Second Runner up
Projects	
Fentons Ltd	Best ICT Stall - Sri Lanka Army 75th Anniversary Sri Lanka Signal Corps, "WAVE" ICT Exhibition Trophy
	Managers Recognition Award, Aruba Value Sales Champion by HP Partner kick off 2019
Purifications Sector	
Haycarb PLC	Sustainability Award - Ian Dias Abeyasinghe Memorial JASTECA CSR AWARDS 2019
	Merit award for " Harithangara Project
Agriculture Sector	
HJS Condiments Pvt Ltd	Best Projects Sustainability Category for Uplifting the Living Standards of the Eastern Province at Best Corporate Citizen Sustainability Awards 2018
	Winner - Manufacturing Non-Traditional Sector Category, 1st Runner-up Under Large Category at National Business Excellence Awards 2018